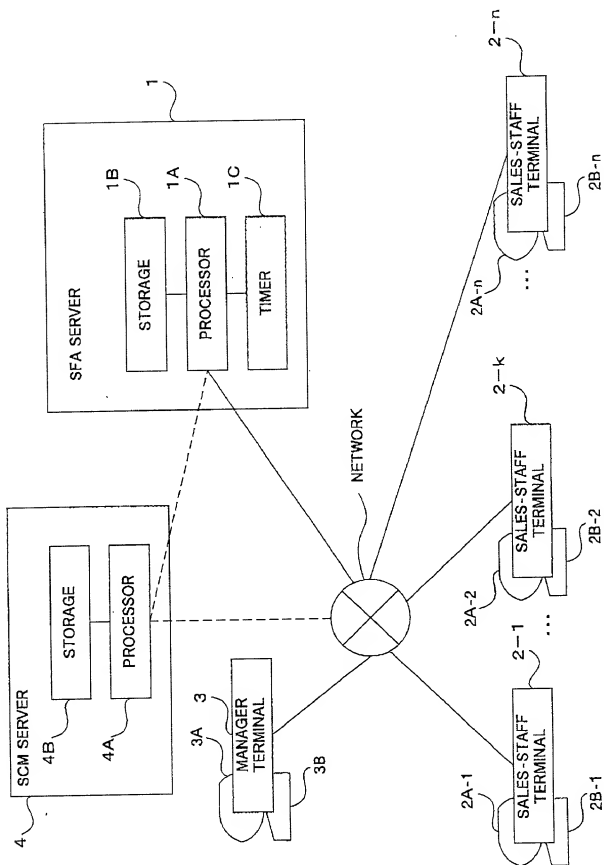


1/14

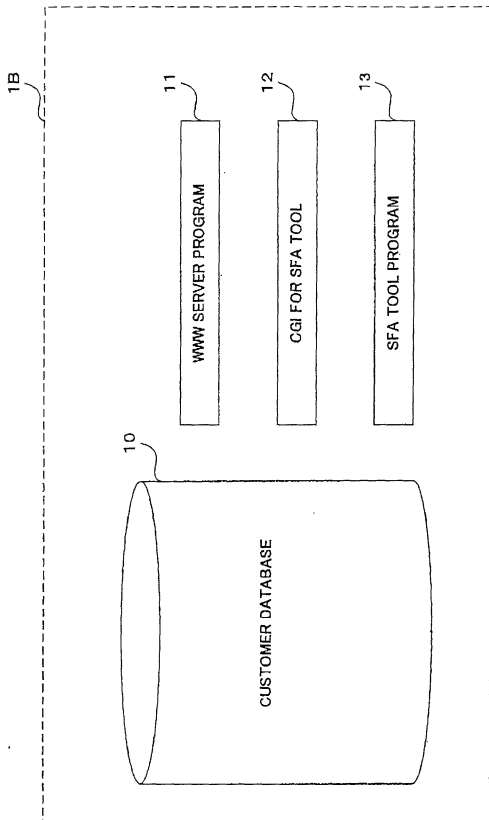
FIG. 1



109269\*50519600

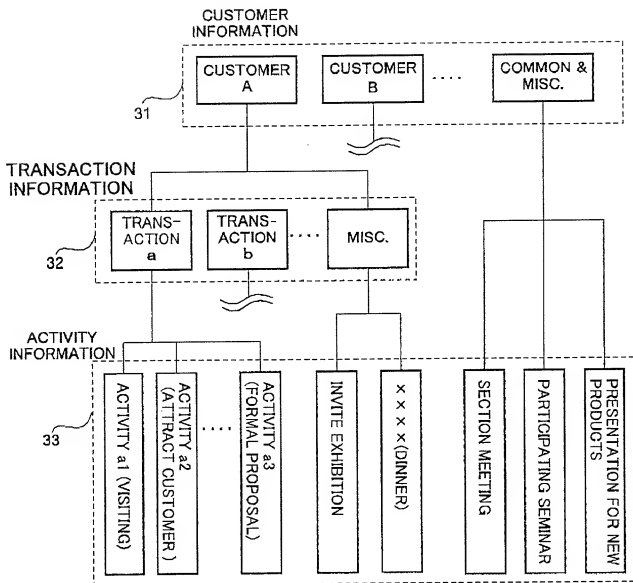
2/14

FIG. 2



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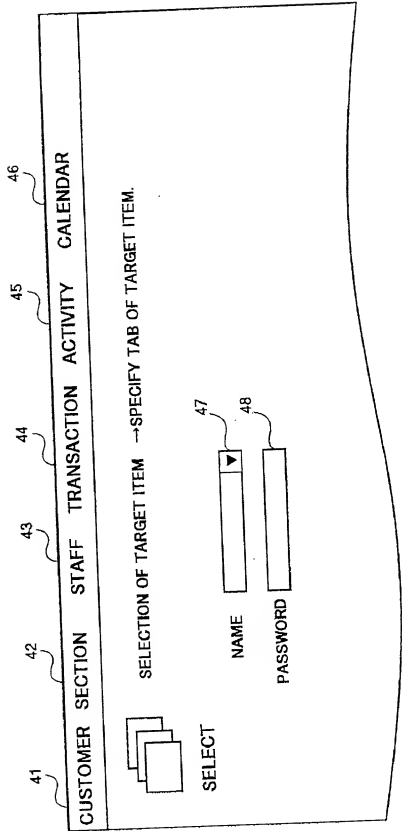
FIG. 3



09964565.002801

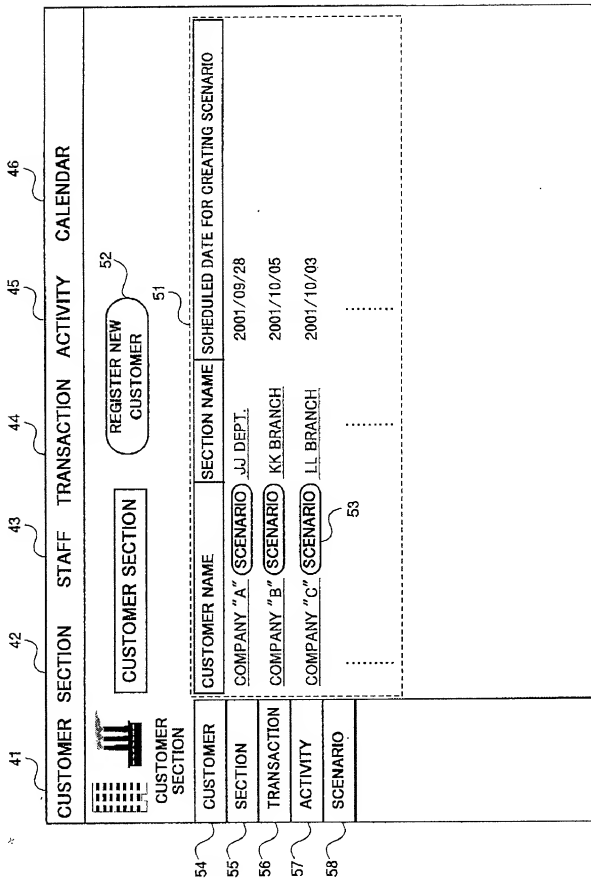
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FIG. 4



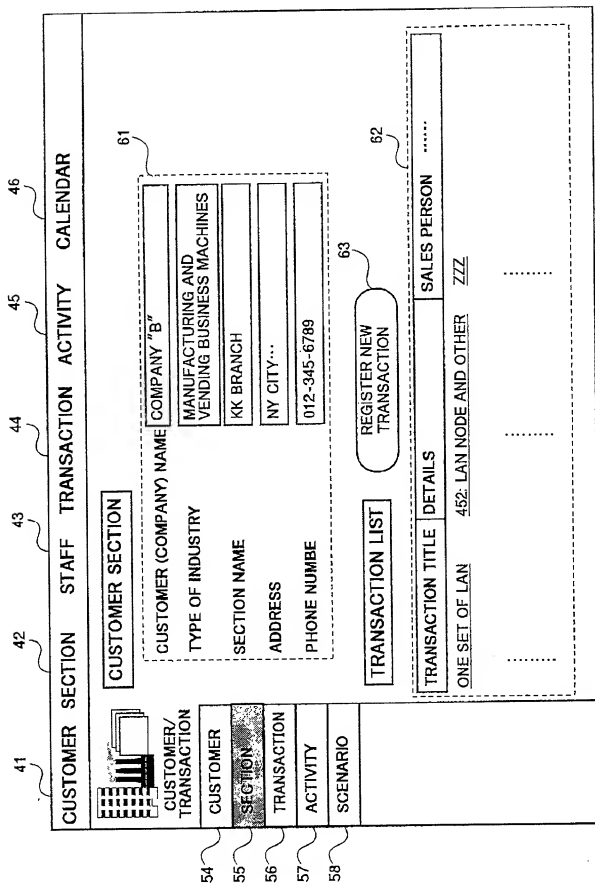
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FIG. 5





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FIG. 6



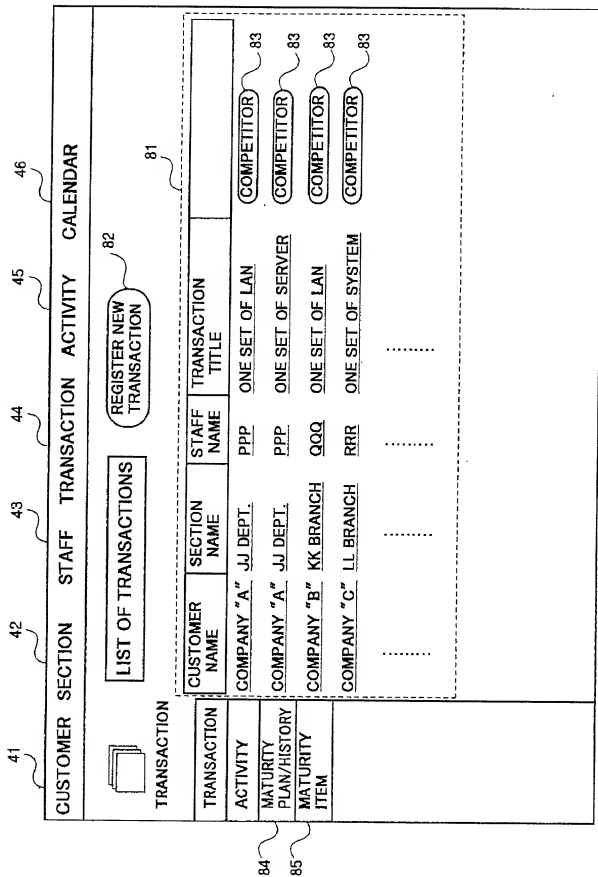
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FIG. 7

41		42	43	44	45	46
CUSTOMER		SECTION	STAFF	TRANSACTION	ACTIVITY	CALENDAR
  <b>CUSTOMER</b>		<b>REGISTER CUSTOMER INFORMATION</b>				
54	CUSTOMER	71 CUSTOMER (COMPANY) NAME				
55	SECTION	72 SECTION NAME				
56	TRANSACTION	73 STAFF NAME				
57	ACTIVITY	74 SCHEDULED DATE OF SCENARIO				
58	SCENARIO	75 COMPLETE INPUTTING				

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FIG. 8





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FIG. 9

CUSTOMER		SECTION	STAFF	TRANSACTION	ACTIVITY	CALENDAR																																								
<div data-bbox="282 1031 329 1089" data-label="Image"> </div> <div data-bbox="343 983 366 1110" data-label="Text">TRANSACTION</div> <div data-bbox="390 983 413 1110" data-label="Text">TRANSACTION</div> <div data-bbox="428 1022 451 1110" data-label="Text">ACTIVITY</div> <div data-bbox="459 983 501 1110" data-label="Text">MATURITY PLAN/HISTORY</div> <div data-bbox="501 983 542 1110" data-label="Text">MATURITY ITEM</div>	<div data-bbox="282 808 308 959" data-label="Section-Header">TRANSACTION</div> <div data-bbox="320 676 340 959" data-label="Text">CUSTOMER NAME COMPANY "B"</div> <div data-bbox="356 676 377 959" data-label="Text">SECTION NAME KK BRANCH</div> <div data-bbox="392 676 413 959" data-label="Text">STAFF NAME YYY</div> <div data-bbox="325 492 346 643" data-label="Text">TRANSACTION TITLE</div> <div data-bbox="356 492 377 643" data-label="Text">SALES STAFF NAME ZZZ</div> <div data-bbox="392 492 413 643" data-label="Text">MATURITY STAGE</div> <div data-bbox="392 268 434 465" data-label="Text">05-UNDERSTANDING NEEDS ...</div>																																													
	<div data-bbox="465 689 491 959" data-label="Section-Header">MATURITY PLAN/HISTORY</div> <div data-bbox="501 268 542 959" data-label="Table"> <table> <tr> <th>MATURITY</th> <th>SCHEDULED DATE</th> <th>COMPLETION DATE</th> <th>.....</th> </tr> <tr> <td>01-MAKING CONNECTION</td> <td>2001/08/01</td> <td>2001/08/01</td> <td></td> </tr> <tr> <td>02-MAKING RELATION</td> <td>2001/08/06</td> <td>2001/08/06</td> <td></td> </tr> <tr> <td>03-EXAMINING CIRCUMSTANCE</td> <td>2001/08/10</td> <td>2001/08/10</td> <td></td> </tr> <tr> <td>04-ATTRACTING CUSTOMER</td> <td>2001/08/21</td> <td>2001/08/22</td> <td></td> </tr> <tr> <td>05-UNDERSTANDING NEEDS</td> <td>2001/08/27</td> <td>2001/08/27</td> <td></td> </tr> <tr> <td>06-PICKING UP PROBLEMS</td> <td>2001/08/31</td> <td></td> <td></td> </tr> <tr> <td>07-FORMAL PROPOSAL</td> <td>2001/09/07</td> <td></td> <td></td> </tr> <tr> <td>08-CLEARING OBSTRUCTIVES</td> <td>2001/09/12</td> <td></td> <td></td> </tr> <tr> <td>09-ENTERING INTO CONTRACT</td> <td>2001/09/14</td> <td></td> <td></td> </tr> </table> </div>						MATURITY	SCHEDULED DATE	COMPLETION DATE	.....	01-MAKING CONNECTION	2001/08/01	2001/08/01		02-MAKING RELATION	2001/08/06	2001/08/06		03-EXAMINING CIRCUMSTANCE	2001/08/10	2001/08/10		04-ATTRACTING CUSTOMER	2001/08/21	2001/08/22		05-UNDERSTANDING NEEDS	2001/08/27	2001/08/27		06-PICKING UP PROBLEMS	2001/08/31			07-FORMAL PROPOSAL	2001/09/07			08-CLEARING OBSTRUCTIVES	2001/09/12			09-ENTERING INTO CONTRACT	2001/09/14		
	MATURITY	SCHEDULED DATE	COMPLETION DATE	.....																																										
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02-MAKING RELATION	2001/08/06	2001/08/06																																												
03-EXAMINING CIRCUMSTANCE	2001/08/10	2001/08/10																																												
04-ATTRACTING CUSTOMER	2001/08/21	2001/08/22																																												
05-UNDERSTANDING NEEDS	2001/08/27	2001/08/27																																												
06-PICKING UP PROBLEMS	2001/08/31																																													
07-FORMAL PROPOSAL	2001/09/07																																													
08-CLEARING OBSTRUCTIVES	2001/09/12																																													
09-ENTERING INTO CONTRACT	2001/09/14																																													

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10/14

FIG. 10


41		42		43		44		45		46	
CUSTOMER		SECTION		STAFF		TRANSACTION		ACTIVITY		CALENDAR	
<div>84</div> <div>85</div>		<div>101</div> <div>TRANSACTION</div> <div>CUSTOMER NAME <input type="text" value="COMPANY 'B'"/></div> <div>SECTION NAME <input type="text" value="KK BRANCH"/></div> <div>STAFF NAME <input type="text" value="YYY"/></div> <div>TRANSACTION TITLE <input type="text" value="ONE SET OF LAN"/></div> <div>SALES STAFF NAME <input type="text" value="ZZZ"/></div> <div>MATURITY STAGE <input type="text" value="05-UNDERSTANDING NEEDS ..."/></div>									
		<div>102</div> <div>MATURITY ITEM</div> <div>MATURITY STAGE 2- MAKING RELATION</div> <div>- MAKE NEW CONTACTS WITH IMPORTANT PERSON(S) OF CUSTOMER</div> <div>- FIND OUT DECISION-MAKER IN CHARGE OF PURCHASING GOODS AND KEY-PERSON IN AUTHORITY</div> <div>- KEEP IN TOUCH WITH KEY-PERSON</div> <div>NOTE: NOTHING PARTICULARLY</div>									
		<div>103</div> <div><input type="text" value="1"/></div>									
		<div>103</div> <div><input type="text" value="1"/></div>									
		<div>103</div> <div><input type="text" value="1"/></div>									

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FIG. 11

41
42
43
44
45
46

CUSTOMER
SECTION
STAFF
TRANSACTION
ACTIVITY
CALENDAR



LIST OF ACTIVITIES

REGISTER  
NEW ACTIVITY

111

DETAILS OF ACTIVITY	MATURITY STAGE	SCHEDULED DATE	TIME	CUSTOMER NAME	SECTION NAME	TRANSACTION TITLE
CREATE PROPOSAL	07	2001/08/20	10:00	COMPANY "A"	JJ DEPT.	ONE SET OF LAN
PR OF NEW PRODUCT	04	2001/08/20	15:00	COMPANY "A"	JJ DEPT.	ONE SET OF SERVER
PR OF NEW PRODUCT	04	2001/08/21	10:00	COMPANY "B"	KK BRANCH	ONE SET OF LAN
CREATE PROPOSAL	07	2001/08/21	13:00	COMPANY "C"	LL BRANCH	ONE SET OF SYSTEM
PRESENT PROPOSAL	07	2001/08/23	10:00	COMPANY "A"	JJ DEPT.	ONE SET OF LAN
...	...	...	...	...	...	...

REGISTER NEW  
TRANSACTION

113

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FIG. 12




41	42	43	44	45	46
CUSTOMER	SECTION	STAFF	TRANSACTION	ACTIVITY	CALENDAR
	REGISTRATION OF ACTIVITY				
	CUSTOMER INFORMATION				
	CUSTOMER NAME		121		
	SECTION NAME		122		
	TRANSACTION INFORMATION				
	TRANSACTION TITLE		123		
	ACTIVITY INFORMATION				
	DETAILS OF ACTIVITY		124		
	SCHEDULED DATE		125		
	MATURITY		126		
<div>127</div> <div>COMPLETE INPUTTING</div>					

FIG. 13

41	42	43	44	45	46
CUSTOMER	SECTION	STAFF	TRANSACTION	ACTIVITY	CALENDAR
<div style="display: flex; justify-content: space-between;"> <div style="width: 20%;">  </div> <div style="width: 80%;"> <p style="text-align: center;">REGISTRATION OF TRANSACTION</p> <div style="border: 1px dashed black; padding: 10px; margin-bottom: 10px;"> <p style="text-align: center;">131</p> <p style="text-align: center;">CUSTOMER INFORMATION</p> <div style="display: flex; justify-content: space-between;"> <div style="width: 45%;">CUSTOMER NAME</div> <div style="width: 55%;"> <div style="border: 1px solid black; padding: 2px; text-align: center;">132</div> <div style="border: 1px solid black; padding: 2px; text-align: center;">133</div> </div> </div> <div style="display: flex; justify-content: space-between;"> <div style="width: 45%;">SECTION NAME</div> <div style="width: 55%;"> <div style="border: 1px solid black; padding: 2px; text-align: center;">COMPANY "B"</div> <div style="border: 1px solid black; padding: 2px; text-align: center;">KK BRANCH</div> </div> </div> </div> <div style="border: 1px dashed black; padding: 10px;"> <p style="text-align: center;">134</p> <p style="text-align: center;">TRANSACTION INFORMATION</p> <div style="display: flex; justify-content: space-between;"> <div style="width: 45%;">TRANSACTION TITLE</div> <div style="width: 55%;"> <div style="border: 1px solid black; padding: 2px; text-align: center;">135</div> </div> </div> <div style="display: flex; justify-content: space-between;"> <div style="width: 45%;">SALES STAFF NAME</div> <div style="width: 55%;"> <div style="border: 1px solid black; padding: 2px; text-align: center;">136</div> </div> </div> <div style="display: flex; justify-content: space-between;"> <div style="width: 45%;">DETAILS OF TRANSACTION</div> <div style="width: 55%;"> <div style="border: 1px solid black; padding: 2px; text-align: center;">137</div> </div> </div> <div style="text-align: center; margin-top: 10px;"> <p>...</p> </div> </div> </div> <div style="width: 20%; text-align: center;"> <p>138</p> <div style="border: 1px solid black; border-radius: 15px; padding: 5px; display: inline-block;">COMPLETE INPUTTING</div> </div> </div>					

14/14

FIG. 14

CUSTOMER SECTION		STAFF TRANSACTION		ACTIVITY		CALENDAR																																					
<div>  <div> <div>CALENDAR</div> <div> <div>MONTHLY</div> <div>WEEKLY</div> <div>MONTHLY</div> <div>ACTIVITY</div> </div> </div> </div>		<div> <div>MONTHLY CALENDAR</div> <div> <div>SALES STAFF NAME</div> <div>141</div> </div> </div>		<div> <div>AUGUST 2001</div> <table border="1"> <thead> <tr> <th>MON</th> <th>TUE</th> <th>WED</th> <th>THURS</th> <th>FRI</th> <th>SAT/SUN</th> </tr> </thead> <tbody> <tr> <td>30</td> <td>31</td> <td>1</td> <td>2</td> <td>3</td> <td>4/5</td> </tr> <tr> <td>6</td> <td>7</td> <td>8</td> <td>9</td> <td>10</td> <td>11/12</td> </tr> <tr> <td>13</td> <td>14</td> <td>15</td> <td>16</td> <td>17</td> <td>18/19</td> </tr> <tr> <td>20 9:00 REGULAR MEETING 10:00 "A" /LAN- CREATE PROPOSAL 15:00 "A" /SERVER-PR FOR NEW PRODUCTS</td> <td>21 10:00 "B" /LAN-PR FOR NEW PRODUCTS 13:00 "C" /SYSTEM- CREATE PROPOSAL</td> <td>22</td> <td>23 10:00 "A" /LAN- PRESENT PROPOSAL</td> <td>24</td> <td>25/26</td> </tr> <tr> <td>27</td> <td>28</td> <td>29</td> <td>30</td> <td>31</td> <td>1/2</td> </tr> </tbody> </table> </div>				MON	TUE	WED	THURS	FRI	SAT/SUN	30	31	1	2	3	4/5	6	7	8	9	10	11/12	13	14	15	16	17	18/19	20 9:00 REGULAR MEETING 10:00 "A" /LAN- CREATE PROPOSAL 15:00 "A" /SERVER-PR FOR NEW PRODUCTS	21 10:00 "B" /LAN-PR FOR NEW PRODUCTS 13:00 "C" /SYSTEM- CREATE PROPOSAL	22	23 10:00 "A" /LAN- PRESENT PROPOSAL	24	25/26	27	28	29	30	31	1/2
MON	TUE	WED	THURS	FRI	SAT/SUN																																						
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27	28	29	30	31	1/2																																						

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